



FOREIGN COMPARATIVE TESTING (FCT): Increasing Defense Procurement Traffic on the “Two-Way Street”

**Foreign Comparative Testing Program
3090 Defense, Pentagon Room 3E130
Washington, DC 20301-3090**

**Voice (703) 602-3740 / Fax (703) 602-3748
Linda.Palmer@osd.mil**

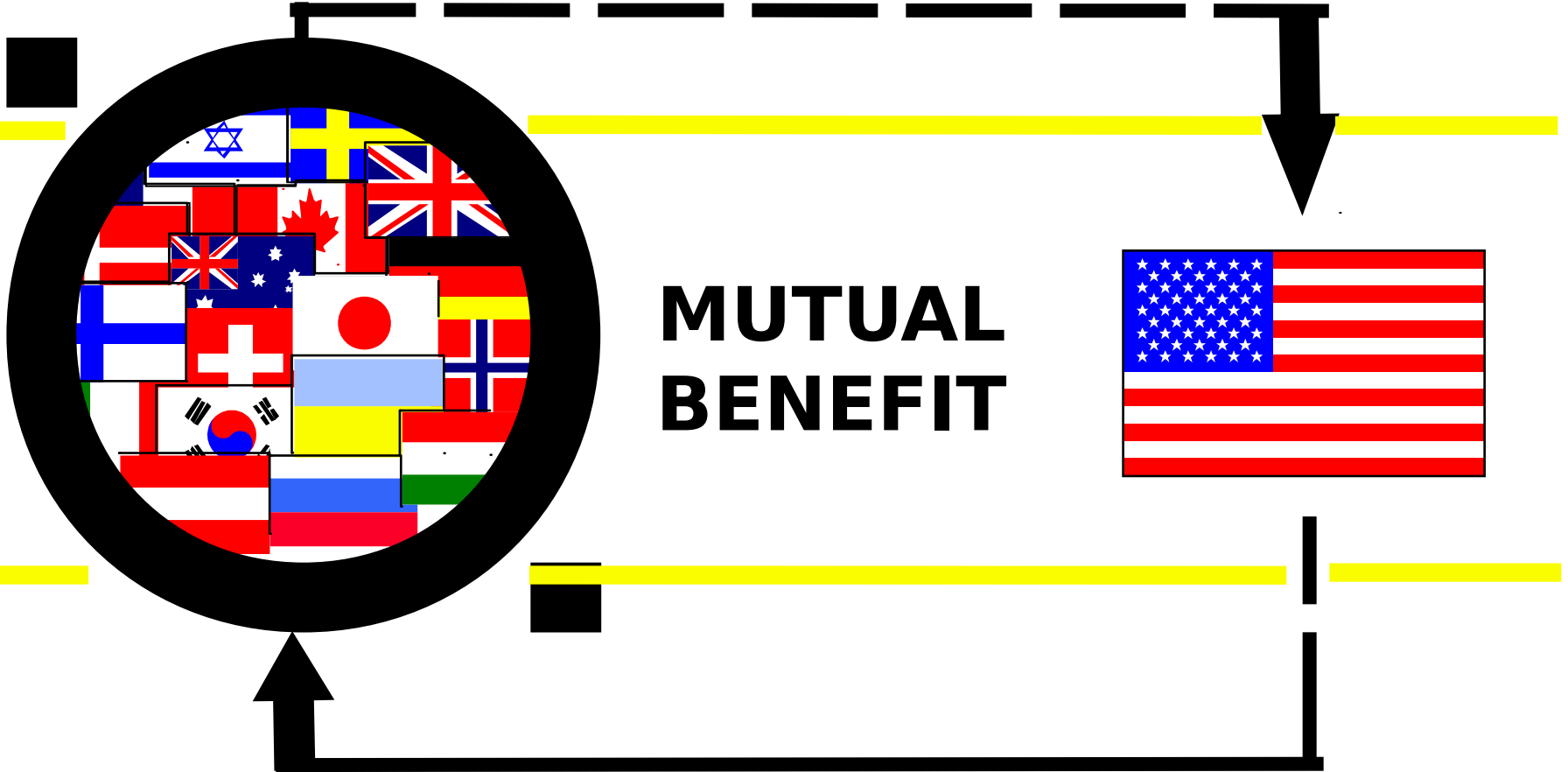
<http://www.acq.osd.mil/sts/fct/>

PURPOSE OF FCT PROGRAM

Test and Evaluation
of
Foreign Non
Developmental Equipment
that
Demonstrates Potential
to

Satisfy Sponsor

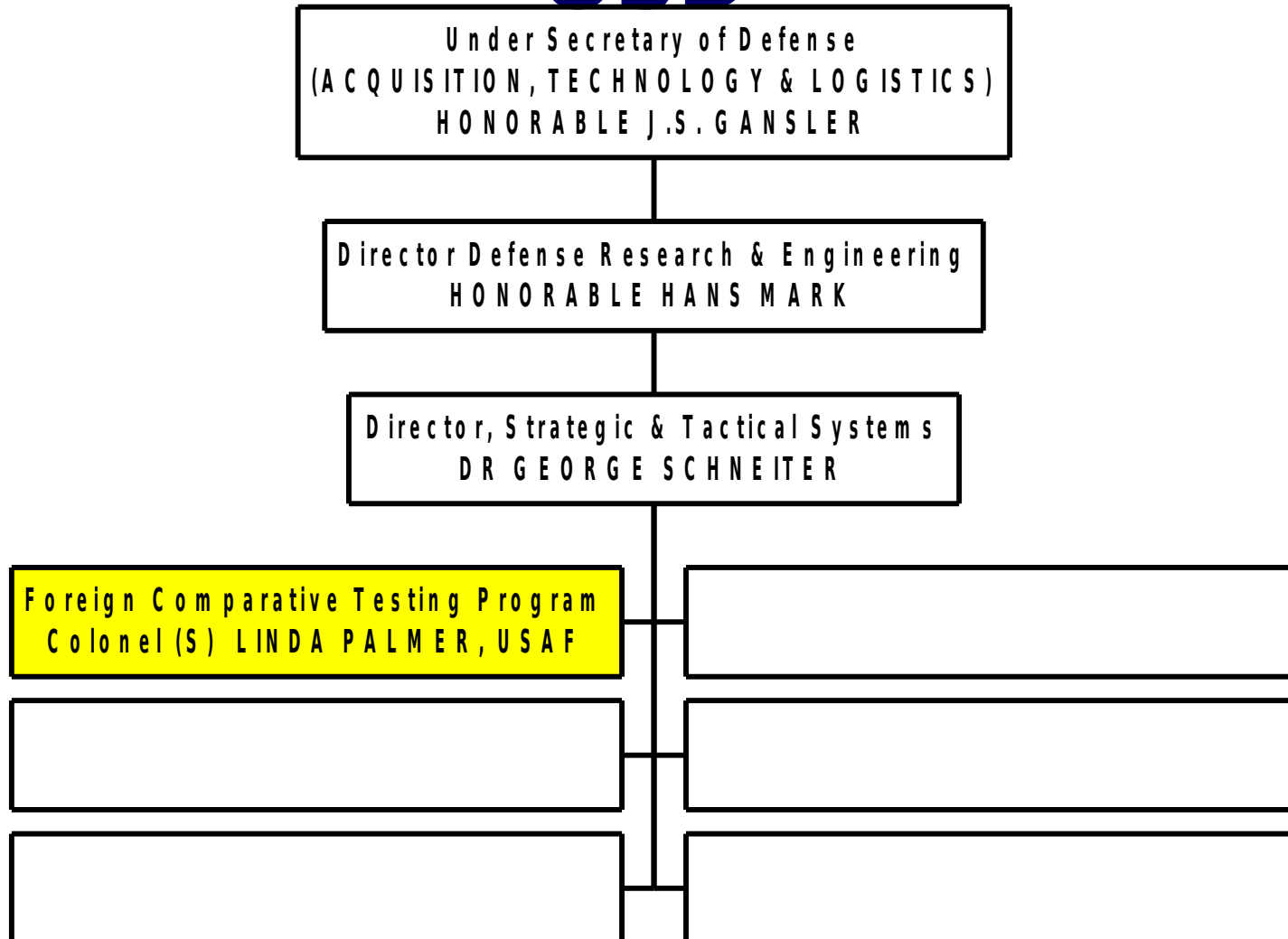
FCT SUPPORTS THE TWO-WAY STREET IN DEFENSE PROCUREMENT



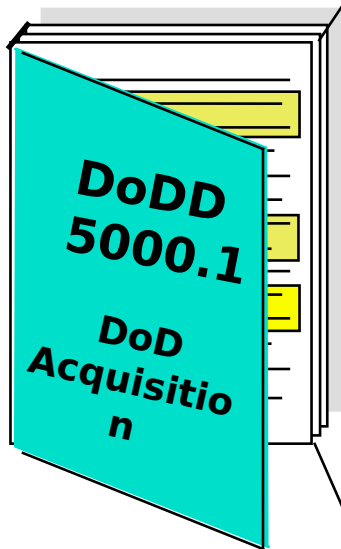
FCT FACTS

- **21 U.S. Allied and friendly countries have participated in the FCT program**
- **In 20 years:**
 - **362 projects completed**
 - **196 successful evaluations**
 - **113 projects have resulted in U.S. procurements worth over \$5 billion in FY00 dollars**

FCT ORGANIZATION IN OSD



FCT FITS U.S. ACQUISITION GUIDANCE



2. ACQUIRING QUALITY PRODUCTS

a. **Event-Oriented Management.** . . .The Department shall.....not arbitrary calendar dates.

b. **HIERARCHY OF MATERIEL ALTERNATIVES.** In response to operational ...
.....observe the following hierarchy of alternatives:

(1) the procurement (including modification) of commercially available systems or equipment, the additional production (including modification) of

ALLIED SYSTEMS OR EQUIPMENT.

(2) A COOPERATIVE DEVELOPMENT PROGRAM WITH ONE OR MORE ALLIED NATIONS.

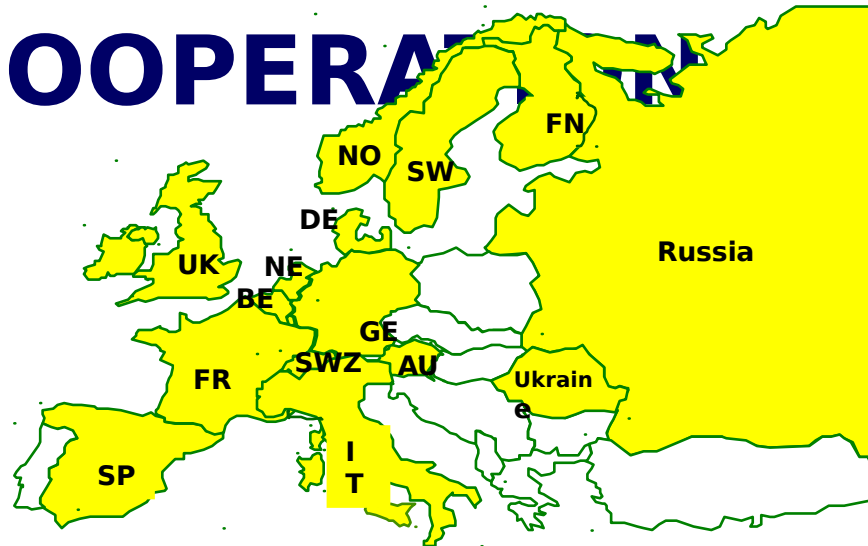
(3) A NEW JOINT-SERVICES DEVELOPMENT PROGRAM.

(4) A NEW SERVICE-UNIQUE DEVELOPMENT PROGRAM.

FCT SUPPORTS ARMAMENTS COOPERATION



North America



Europe



Middle East

**21 foreign countries
have participated in
the FCT Program.**

- **416** projects, **360** completed to date
- **194** met requirements
- **111** resulted in procurements, 58% over 20 years
 - over 70% rate over last 10 years
- Over **\$5 billion** in FY 2000



Africa

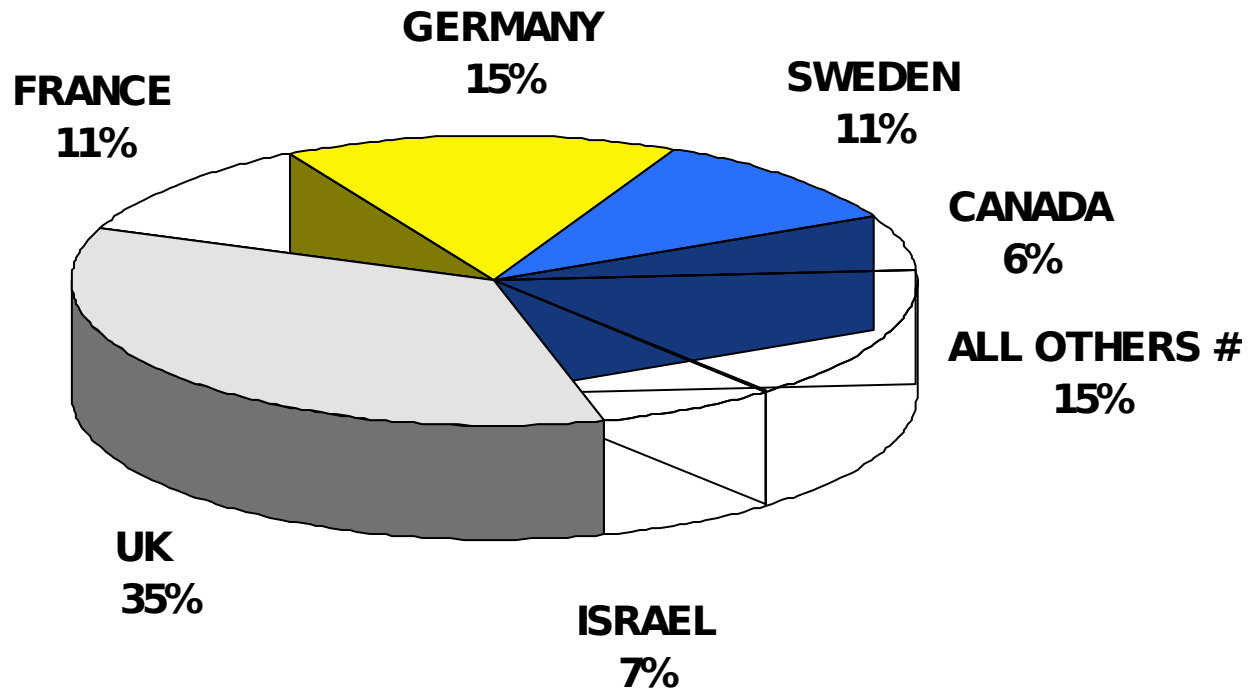


Far East



HISTORICAL PERSPECTIVE (FY 1980 - 2000)

FCT PROJECT FUNDING % BY COUNTRY*



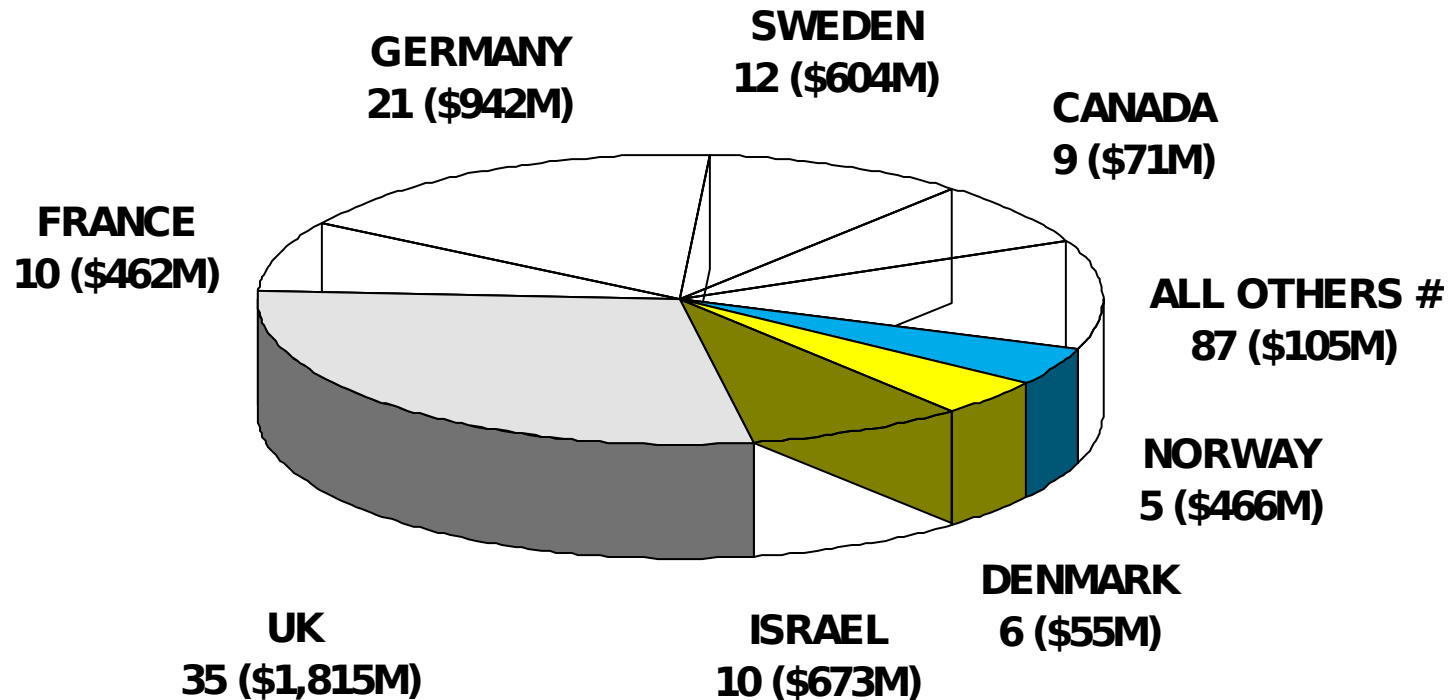
* CALCULATION IN FY 00 CONSTANT YEAR DOLLARS

AUSTRALIA, AUSTRIA, BELGIUM, DENMARK, FINLAND, ITALY, JAPAN, NETHERLANDS, NORWAY, RUSSIA, REPUBLIC OF SOUTH AFRICA, REPUBLIC OF KOREA, SPAIN, SWITZERLAND, UKRAINE

HISTORICAL PERSPECTIVE

(FY 1980 - 2000)

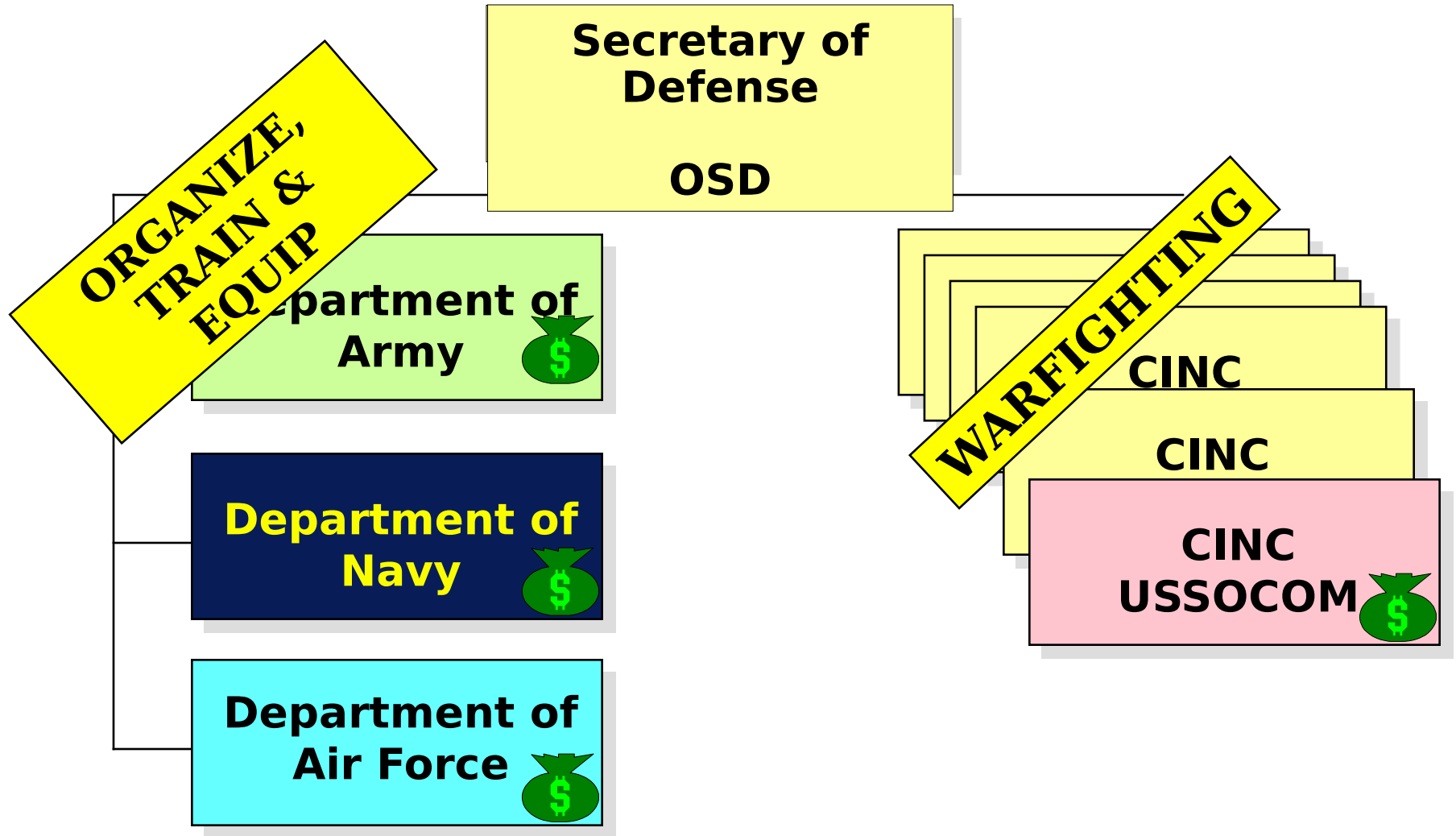
**FCT PROCUREMENTS BY COUNTRY
(SUCCESSFUL PROJECTS AND PROCUREMENT VALUE) ***



* ALL AMOUNTS IN FY00 CONSTANT YEAR DOLLARS

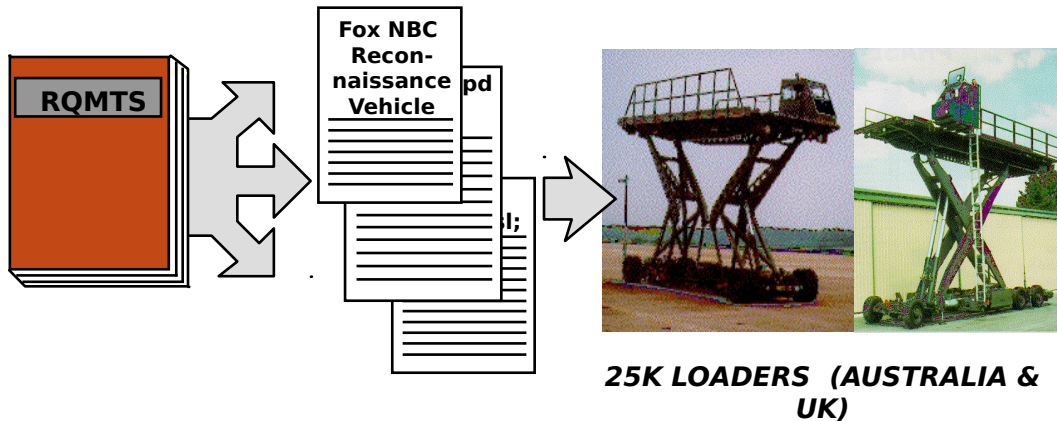
AUSTRALIA, AUSTRIA, BELGIUM, ITALY, JAPAN, RUSSIA, REPUBLIC OF SOUTH AFRICA, SWITZERLAND

ORGANIZATIONAL RELATIONSHIPS

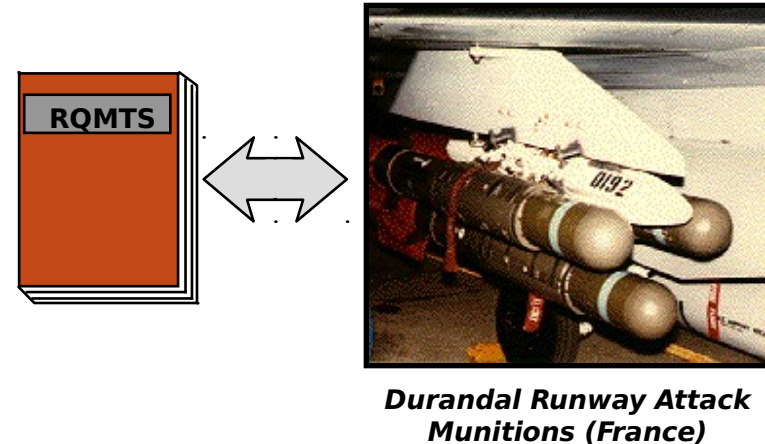


CATEGORIES OF FCT PROJECTS

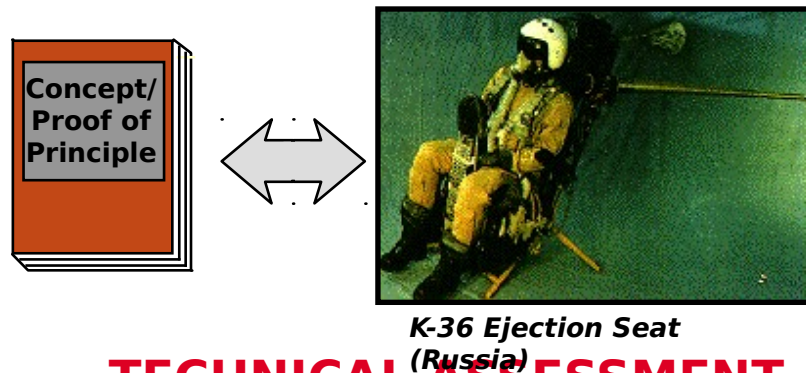
TEST TO PROCURE - HIGHEST PRIORITY



COMPARATIVE TEST

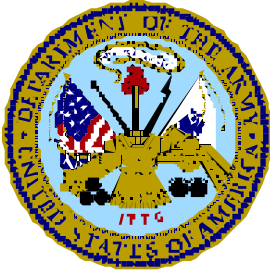


QUALIFICATION TEST

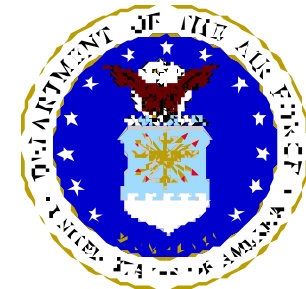


**TECHNICAL ASSESSMENT
(NO INTENT TO PURCHASE - LOWEST PRIORITY)**

FCT TEST EXECUTION



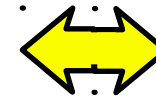
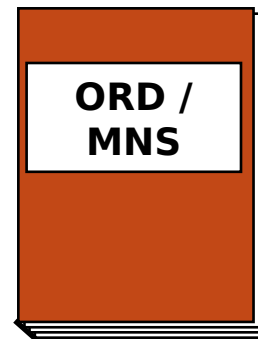
84MM Carl Gustaf M3 RAAWS (Sweden)



**SPONSORS (ARMY, NAVY, MARINES,
AIR FORCE, USSOCOM)
PLAN AND CONDUCT THE TESTING**

SUCCESSFUL FCT PROPOSALS

**PRODUCT CAN
SATISFY
FORMAL
REQUIREMENTS**



**Versatile
Exercise
Mine
System
(UK)**



**Small Unit Support
Vehicle (Sweden)**

USER ADVOCATES PROJECT

**SERVICE IDENTIFIES
PROCUREMENT DOLLARS**



Survey

- ☐ Yes
- ☒ No
- ☐ Yes
- ☒ No
- ☒ Yes
- ☐ No

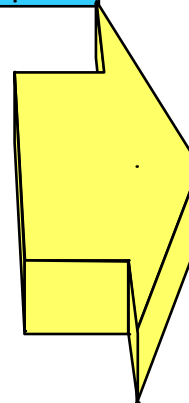
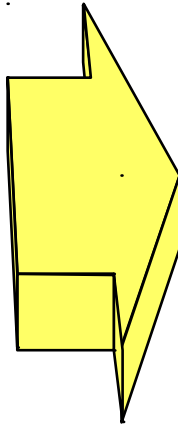
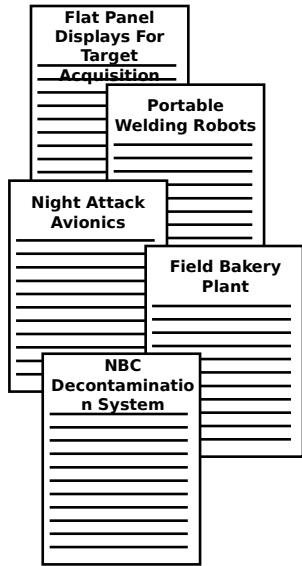
Survey

- ☒ Yes
- ☐ No
- ☒ Yes
- ☐ No
- ☒ Yes
- ☐ No

**SERVICE PERFORMS MARKET
SURVEY OF U.S. AND FOREIGN
SOURCES**

ANNUAL FCT CYCLE

FCT REVIEW COMMITTEE



**1 PAGE SUMMARY
PROPOSALS TO
OSD**

**DRAFT
PROPOSALS
TO
OSD**

**FINAL
PROPOSALS
TO
OSD**

**OSD REVIEW &
SELECTION**

**PROJECTS APPROVED
AND FUNDED**



December



15 March



1 May



June/July



October

FCT MEASURES OF SUCCESS



**SALES &
PARTNERSHIPS**



**RDT&E COST
AVOIDANCE**

PROCUREMENT

**TESTING THE
RIGHT STUFF
WELL**



**ACCELERATED
FIELDING**



**COMMITMENT TO
"TWO-WAY STREET"**

EXAMPLES OF RECENT

FCT PROCUREMENTS

NEXT GENERATION SMALL LOADER-AUSTRALIA-AIR FORCE-2000



JOINT SERVICE COMBAT SHOTGUN-GERMANY/ITALY-USMC-2000



RDX/HMX EXPLOSIVES QUALIFICATION-NORWAY-NAVY-2000

GROUND & VEHICLE MOUNTING SYSTEM-GERMANY-ARMY-2000

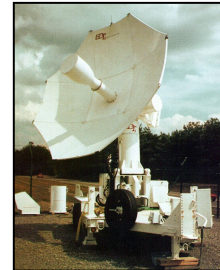


F-15 600 GALLON FUEL TANKS-ISRAEL-AIRFORCE-1999

ATMOSPHERIC DIVING SUIT-CANADA-NAVY-1999

UNCOOLED THERMAL IMAGER-SWEDEN-AIR FORCE-1999

EAGLE VISION-FRANCE/CANADA-AIR FORCE-1998



NBC ANALYSIS SYSTEM-DENMARK-NAVY/USMC-1998



LEGUAN HEAVY ASSAULT BRIDGE-GERMANY-ARMY-1998

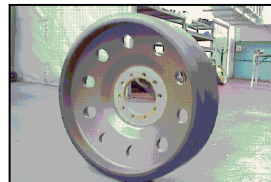
MOBILE SUBSCRIBER UHF RADIOS-CANADA, ISRAEL-ARMY-1998



MARITIME CRAFT AIR DELIVERY SYSTEM-UK-SOCOM-199

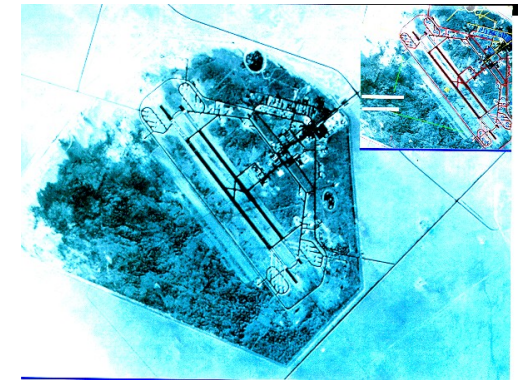


ALUMINUM ROADWHEELS FOR AAV-UK-MARCOR-1999



FCT DIRECTLY SUPPORTS THE WARFIGHTER

**EQUIPMENT TESTED AND EVALUATED BY FCT
HELPS THE WARFIGHTER ACCOMPLISH THE
MISSION WHILE SAVING LIVES.**



- **COMBAT SUPPORT BOATS - UK**
used to emplace bridging on swollen Sava River during early Bosnia operations.
- **SPOT SATELLITE DIGITAL IMAGERY - France**
provides near real-time pictures to pilots before departing on combat missions.
- **EAGLE VISION GROUND STATION - France, Canada**
provides mission rehearsal and planning capabilities using commercial satellite imagery.
- **CHEMICAL AGENT MONITOR - UK**
provides chemical agent detection and monitoring capabilities.
- **TRANSPORTABLE RECOMPRESSION CHAMBER - Australia**
provides anti-armor protection.
- **2KW TACTICAL GENERATOR - Canada**
satisfies mobile power requirements for units in the field.

HOW YOU GET INVOLVED-- COMMUNICATION IS

KEY

- Engage your embassy officials in the United States, both defense and commercial
- Invite U.S. Service/USSOCOM representatives to conferences, shows & industry tours in your country
- Tell us about your industry's excellent products
- Check the Commerce Business Daily for competitive FCT announcements:
<http://www.cbd-net.com>
- When your industry representatives are in the U.S., set up an appointment for them to meet with us
- Maintain contact with the FCT offices--by telephone, letter, or email

CONCLUSIO N

- **What is good for our Allies and friends is good for the United States**
- **We wish to strengthen our good relationship with more defense procurement traffic on the two-way street**

HOW TO CONTACT THE FCT OFFICE

OSD - Colonel (S) Palmer, USAF (703) 602-3740, Fax (703) 602-3748
Linda.Palmer@osd.mil
- Lt Col (S) Jim Rake, USAF (703) 602-3743
James.Rake@osd.mil

<http://www.acq.osd.mil/sts/fct/>

Air Force - Maj John Ryan, USAF (703) 588-8926/8945

Army - Al Trawinski (703) 617-4712/3219

Navy/Marine Corps - Michael Locke (202) 764-2448;
Shawn Prablek (703) 784-3578

USSOCOM - LTC Spellissy, USA (813) 828-9426